

Strategic Sourcing of Environmental Services

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Purpose

- What is strategic sourcing?
- How does it apply to environmental services?
- How does it impact my installation (Myths and Realities)?



What is Strategic Sourcing?

- 2005 OMB requirement
- Definition
 - Collaborative and structured process
 - Critically analyze spending
 - Make business decisions to acquire services
 - More effectively
 - More efficiently



What is the process?

- HIGH LEVEL OVERVIEW



In FY 07, IMCOM evaluated:

- Environmental Services (IMCOM Pacific Lead)
- Building Maintenance and Repair
- Municipal Services
- Food Services
- Automated Data Processing Equipment



What is the status of Environmental Services?

- Strategy recommended awarding national contracts
 - USAEC is lead
 - Acquisition Strategies and Performance Work Statements
 - Industry Day
 - Executing FY08 PILOT project



Goals

- ✓ **Ensure competition**
- ✓ **Reduce contracting costs**
- ✓ **Develop consistent approach to contracting environmental requirements**
- ✓ **Reduce the amount of time to award task orders**
- ✓ **Maintain quality**



**Goal:
Reduce
Costs &
Impacts for
Installations**



Myths and Reality

Reality:

Myth:
Installations
will lose
control of
contracts

- Installations will have control over task orders
- Centralized procurement of requirements for numerous installations will have Contracting Officer's Representative (COR) or Alternate COR at the installation



Myths and Reality

Reality:

**Myth:
Strategic
sourcing will
cripple
installation
capabilities
and flexibility**

- **IDIQs increase flexibility with access to best-in-class vendors**
- **Strategic sourcing could save 15-20%**
 - **Frees up funding for additional environmental work**



Myths and Reality

Reality:

Myth:
All
Environmental
contracts will
be included
automatically

- All environmental requirements will be analyzed
- Only applied where it makes good business sense



Myths and Reality

Reality:

- Does not affect government employee authorizations
- Focus is strictly on contracted services

Myth:

Installations are going to lose government jobs and weaken their relationships with regulators



Myths and Reality

Reality:

**Myth:
Contracts
will be out of
reach of
small
businesses**

- **Small business set-asides for each IDIQ**
- **Small business subcontracting requirements for large businesses**
- **Must be vetted through Small Business Administration**



Summary

- **Strategic Sourcing will allow IMCOM to contract for environmental services**
 - **More efficiently**
 - One stop contracting that ensures competition
 - **More effectively**
 - IMCOM-wide scopes to meet all environmental requirements



INSTALLATION MANAGEMENT COMMAND



“Sustain, Support and Defend”